

Message Text

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61

ORIGIN COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 SS-20 RSC-01 /033 R

66611

DRAFTED BY: COM/BIC/OED/MEPD:JSMITH

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COM/BIC/OED/MEPD/262:CATKINS

COM/BIC/OIM:WSUGG (INFO)

STATE/EOR/IB:JSMITH (PHONE)

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R 192233Z NOV 73

FM SECSTATE WASHDC

TO AMEMBASSY LISBON

INFO AMCONSUL OPORTO

UNCLAS STATE 228241

E.O. 11652: N/A

TAGS: BMEP, PO

SUBJ: SINES PORT PROJECT

REFS: (A) LISBON'S 4105 (B) STATE'S PREVIOUS

1.) WE CAN UNDERSTQND EMBASSY'S CONCERN RE LACK OF RESPONSE FROM U.S. FIRMS TO THIS MAJOR EXPORT OPPORTUNITY SINCE MEPD ALSO URGED QUALIFIED FIRMS IN SEVERAL SEGMENTS OF INDUSTRY TO BID SINES JOB. HOWEVER, SITUATION SOMEWHAT UNDERSTANDABLE VIEW WORLDWIDE DEMAND FOR CONSTRUCTION SERVICES AND WORLDWIDE STEEL SHORTAGE MENTIONED REFTEL (B).

2.) ONE FIRM CITED IN REFTEL (A) AS PREQUALIFIED, PRITCHARD-RHODES LTD., IS BRITISH SUBSIDIARY U.S. COMPANY J.F. PRITCHARD AND CO. WE CONTACTED FIRM TO ASCERTAIN WHY IT CHOSE BID JOB THROUGH ENGLISH OPERATION AND LEARNED THAT FINANCIAL CONSIDERATIONS WERE KEY FACTOR IN ITS DECISION.

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3.) AS EMBASSY IS AWARE THE REFINERY IS THE NEXT MAJOR

COMPONENT OF THE SINES COMPLEX AND EVEN THOUGH U.S.
FIRMS DID NOT PREQUALIFIED FOR THE TERMINALS THERE ARE
THREE U.S. FIRMS BIDDING ON THE REFINERY. OBJECTIVE
AT THIS TIME SHOULD BE TO SUPPORT THESE THREE FIRMS WITH
THE END OF MAXIMAZING U.S. CONTENT IN THE REFINERY.
KISSINGER

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Disposition Event:
Disposition History: n/a
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